SeaPort Enhanced

Program Overview

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Naval Sea Systems Command

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San Diego, CA
7 November 2007

Primary Topics

- What Is SeaPort-e?
- Program Evolution
- SeaPort-e Programmatic Approach
- Program Results
- SeaPort-e Program Governance
- Upcoming Features and Initiatives
- Lessons Learned
- Current Challenges

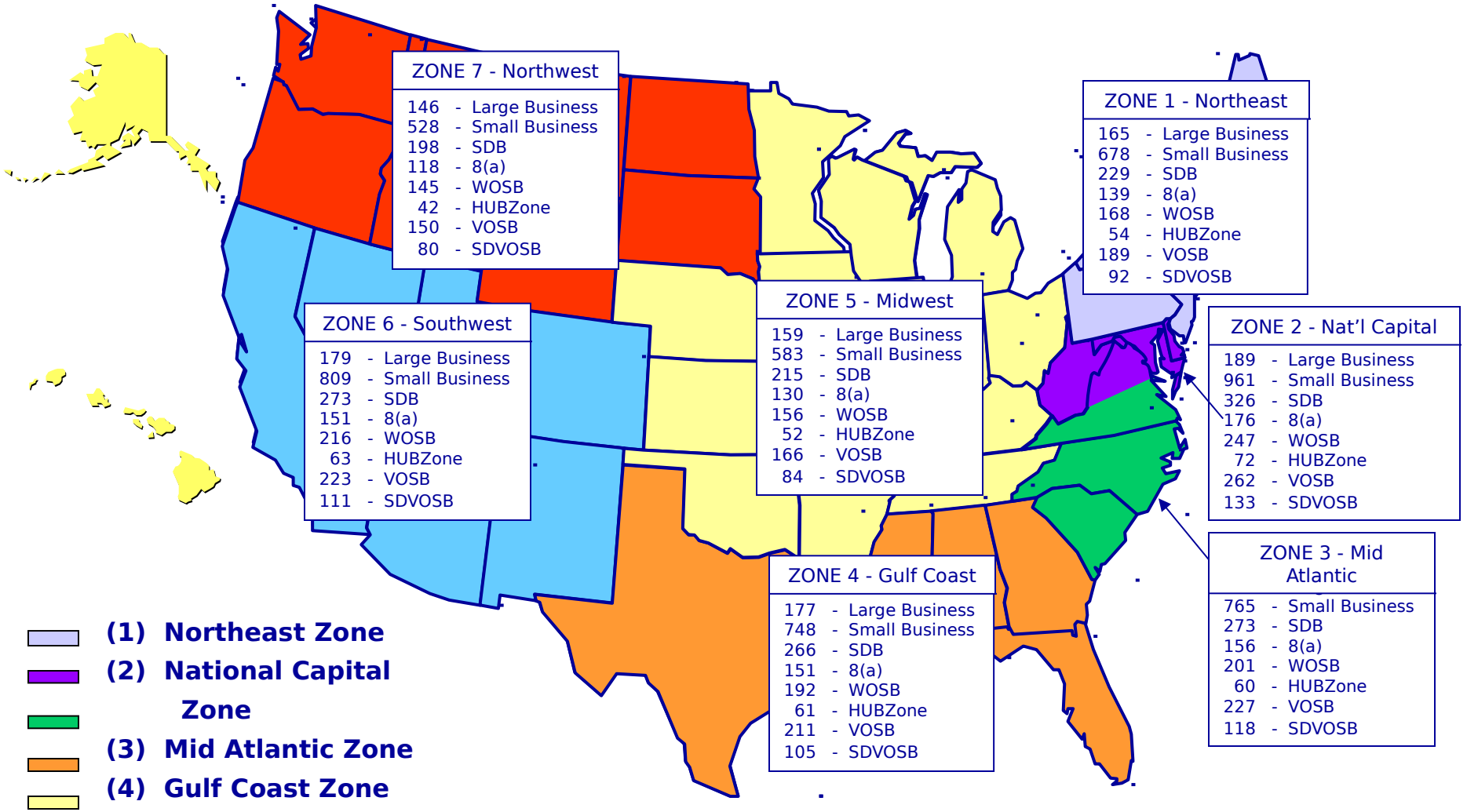
What Is SeaPort-e?

- SeaPort-e is a Set of Multiple Award Contracts:
  - The Navy Virtual SYSCOM's Enterprise solution to acquire Engineering, Financial, and Program Management support services
  - SeaPort-e Navy service procurement vehicle:
    - Currently comprised of 1,283 prime contractors (84% of whom are small businesses), each competing for individual task orders
    - Requirements are competed in one of seven geographic zones based upon principal place of performance
- SeaPort-e is also a Web-Based Portal:
  - The portal provides a means for electronically competing & awarding task order solicitations issued under the SeaPort-e MACs
  - The system facilitates the acquisition and management of services

Program Evolution

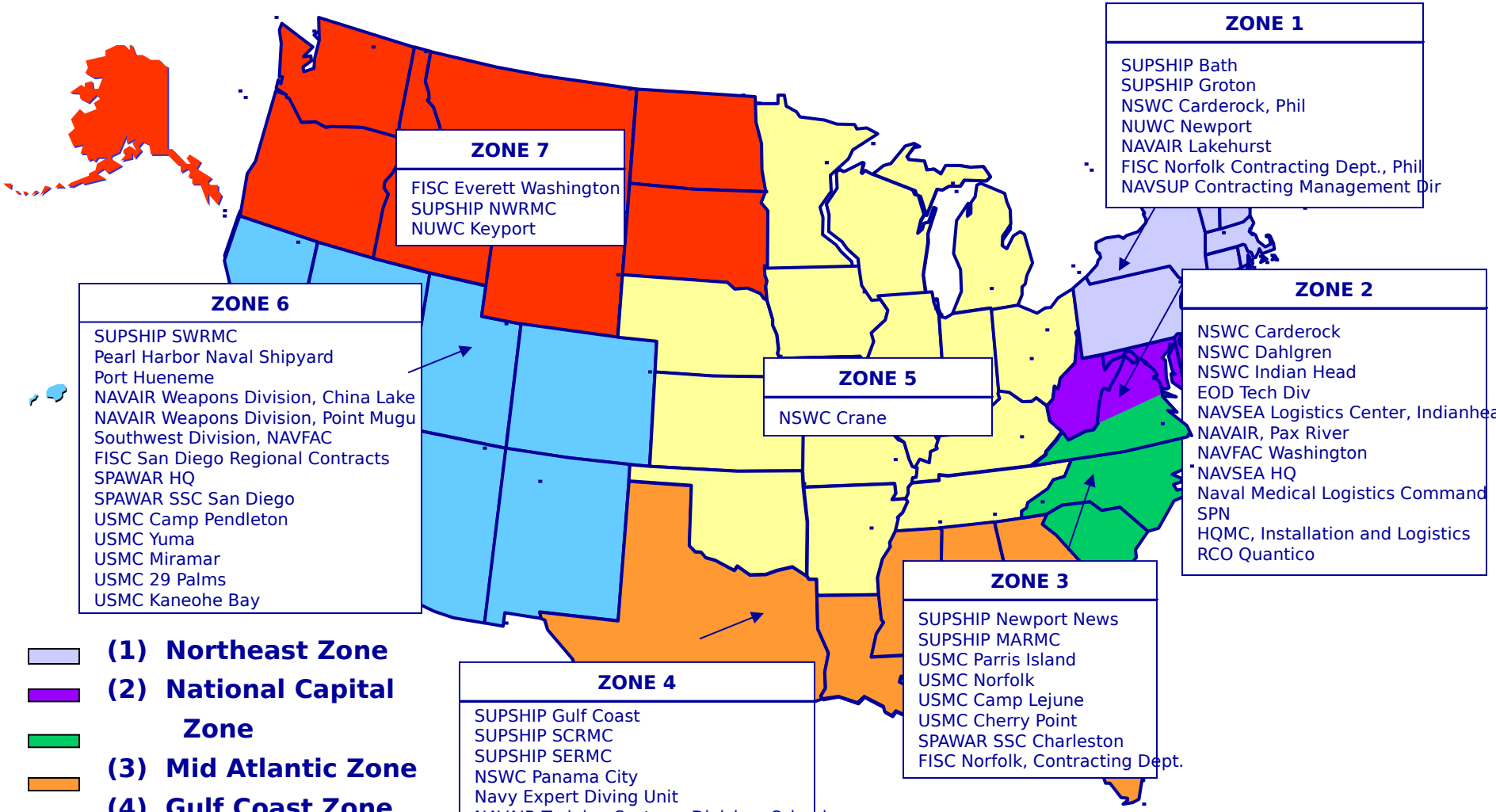
Category	SeaPort Original (2001 – 2004)	SeaPort-Enhanced (2004-2005)	VS SeaPort-Enhanced (2005-Present)
Portal Components	"Buy" site for Gov't, "Sell" site for Industry	Same	Same
Program Website	Yes – www.seaport.navy.mil	Same	Same
Navy Users	NAVSEA HQ	All NAVSEA	All Navy Virtual SYSCOM
# of Ordering Offices	1	24	118
# of Prime MACs	21	151	1,283
# of Functional Service Areas	4	21	22
SB Consideration?	No	Yes	Yes, incl., HUBZone, SDVOSB
Task Order's Competed	Yes	No	No

VS SeaPort-e Zones



Total Primes: 1,283 Total SB Primes: 1,084 = 84%

VS SeaPort-e Zones



ZONE 1

SUPSHIP Bath
SUPSHIP Groton
NSWC Carderock, Phil
NUWC Newport
NAVAIR Lakehurst
FISC Norfolk Contracting Dept., Phil
NAVSUP Contracting Management Dir

ZONE 7

FISC Everett Washington
SUPSHIP NWRMC
NUWC Keyport

ZONE 6

SUPSHIP SWRMC
Pearl Harbor Naval Shipyard
Port Hueneme
NAVAIR Weapons Division, China Lake
NAVAIR Weapons Division, Point Mugu
Southwest Division, NAVFAC
FISC San Diego Regional Contracts
SPAWAR HQ
SPAWAR SSC San Diego
USMC Camp Pendleton
USMC Yuma
USMC Miramar
USMC 29 Palms
USMC Kaneohe Bay

ZONE 5

NSWC Crane

ZONE 2

NSWC Carderock
NSWC Dahlgren
NSWC Indian Head
EOD Tech Div
NAVSEA Logistics Center, Indianhea
NAVAIR, Pax River
NAVFAC Washington
NAVSEA HQ
Naval Medical Logistics Command
SPN
HQMC, Installation and Logistics
RCO Quantico

ZONE 3

SUPSHIP Newport News
SUPSHIP MARMC
USMC Parris Island
USMC Norfolk
USMC Camp Lejune
USMC Cherry Point
SPAWAR SSC Charleston
FISC Norfolk, Contracting Dept.

ZONE 4

SUPSHIP Gulf Coast
SUPSHIP SCRMC
SUPSHIP SERMC
NSWC Panama City
Navy Expert Diving Unit
NAVAIR Training Systems Division, Orlando
FISC Jacksonville, Contracting Dept
SPAWAR SSC New Orleans
USMC Albany
USMC New Orleans
USMC Blount Is

(1) Northeast Zone
(2) National Capital Zone
(3) Mid Atlantic Zone
(4) Gulf Coast Zone
(5) Midwest Zone
(6) Southwest Zone
(7) Northwest Zone

Programmatic Approach

- SeaPort-e Multiple Award Contract:
  - Five-Year Base / Five Year Award Term
  - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
- Allows for small business set-asides
  - Competitions may be restricted to small businesses, and also to certain small business sub-categories (HUBZone, SDVOSB)
  - System enforces notification to the local Small Business Representative for review prior to solicitation release
- Rolling Admissions conducted annually
  - Allows for base contract awards to new contractors & for existing contractors to expand into other geographic zones in order to periodically refresh the source base

Programmatic Approach

- SeaPort-e Task Order Competition:
  - Federal Acquisition Regulation (FAR) Part 16 requires that each contract holder be provided a fair opportunity to be considered for each order exceeding $3,000 unless one of the four statutory exceptions apply (urgency, one source, logical follow-on, to meet a minimum guarantee)
  - SeaPort-e policy requires all SeaPort-e Task Orders to be awarded competitively
  - 100% of task orders awarded under SeaPort-e have been competed
  - Task Order period of performance may not exceed 5 years in length

Primary Benefits

- SeaPort-e streamlines the acquisition process via:
  - Flexible workflow & package administration
  - Ready-access to high-quality work samples & clause templates
  - Flexible Section B generation tools
  - Vendor side portal integration
- SeaPort-e improves service contract management via:
  - Competitive environment
  - Role-based management visibility into procurements
  - On-demand Reports / Business Intelligence
  - Providing foundation for achieving and reporting on small business goals & performance
- SeaPort-e benefits to Industry:
  - Standardized RFPs
  - Electronic submittal of proposals

SeaPort-e Program Results

Navy Virtual SYSCOM Awards To Date:

SYSCOM:	# of Task Orders:	# of Actions / Mods:	TPV @ Award:	Funded To Date:
NAVAIR	122	858	$2.4 Billion	$406.8 M
NAVFAC	36	157	$185.7 M	$46.5 M
NAVSEA	794	8,500	$9.5 Billion	$3.1 Billion
NAVSUP	94	348	$596.7 M	$132.9 M
SPAWAR	199	1,293	$2.6 Billion	$505.7 M
SSP	1	8	$33.3 M	$14.1 M
USMC	16	54	$94.4 M	$18.0 M
Totals:	**1,262**	**11.218**	**$15,605,288,446**	**$4,264,647,306**

** Note: As of November 1, 2007*

Geographic Distribution

- 7 geographic zones were established under SeaPort-e in order to preserve the small business vendor base
- Zone distribution of task orders under SeaPort-e

Zone:	# Of Awards:	Total Potential Value:	Funded To Date:
Zone 1: Northeast Zone	274	$ 1.3 Billion	$ 321.0 M
Zone 2: National Capital Zone	382	$ 7.1 Billion	$ 2.0 Billion
Zone 3: Mid-Atlantic Zone	105	$ 1.2 Billion	$ 326.1 M
Zone 4: Gulf Coast Zone	153	$ 981.8 M	$ 270.0 M
Zone 5: Midwest Zone	67	$ 1.1 Billion	$ 233.3 M
Zone 6: Southwest Zone	257	$ 3.5 Billion	$ 987.4 M
Zone 7: Northwest Zone	24	$ 336.7 M	$ 143.9 M

Small Business Participation

- Improved Small Business Participation
  - SeaPort-e Results:
    - Prime awards: 570 of 1,262 (45%)
    - Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 33%
    - Percent of total dollar obligations to small business concerns at the subcontract level: goal: 20%, actual: 20%
      - Small business subcontracting reported by industry on-line

SeaPort-e Snapshot

- NAVFAC Small Business Performance:
  - 28 of 36 SeaPort-e awards have been made to SBs (78%)
  - These awards represent $162,131,745 in total potential value (87%)
  - $43,341,200 of NAVFAC's SeaPort-e obligations have gone to SB (93%)
- USMC Small Business Performance:
  - 6 of 16 SeaPort-e awards have been made to SBs (38%)
  - These awards represent $29,796,586 in total potential value (32%)
  - $8,517,942 of USMC's SeaPort-e obligations have gone to SB (47%)

Small Business Participation

SeaPort-e results as of 1 November 2007:

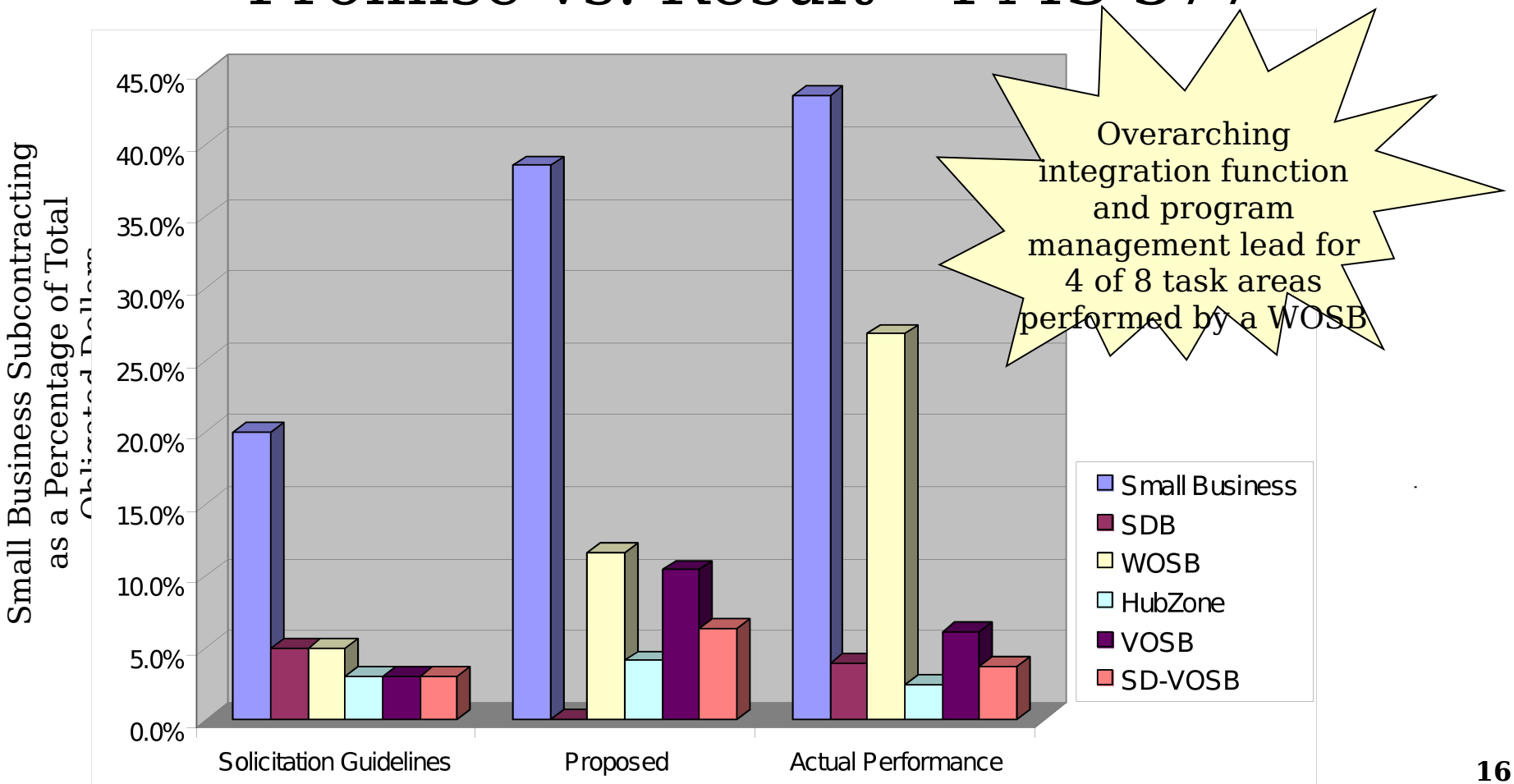
SYSCOM:	# of Awards:	% SB Awards:	% TPV:	% Obligated:
NAVAIR	122	49%	32%	43%
NAVFAC	36	78%	87%	93%
NAVSEA	794	44%	31%	30%
NAVSUP	94	46%	41%	54%
SPAWAR	199	44%	32%	31%
SSP	1	0%	0%	0%
USMC	16	38%	32%	47%
Totals:	**1,115**	**45%**	**33%**	**33%**

SeaPort Subcontracting Approach

- Inclusion of “Small Business Subcontract Management Approach” technical evaluation sub-factor within RFPs on large dollar value requirements
- Large Businesses are required to:
  - Demonstrate that small business subcontractor participation at 1st tier will exceed a specified minimum percentage of the total value of their proposal in order to be eligible for award (Pass/Fail)
  - Identify proposed small business subcontractors and explain the reasons and advantages for their selection
  - Identify how their subcontracting approach aligns with recommended small business sub-category goals specified within the RFP and with the approved plan submitted with the basic contract
  - Demonstrate that work to be performed by small business subcontractors is “meaningful” and how the assignment of such work will enhance the small business subcontractors level of technical capability

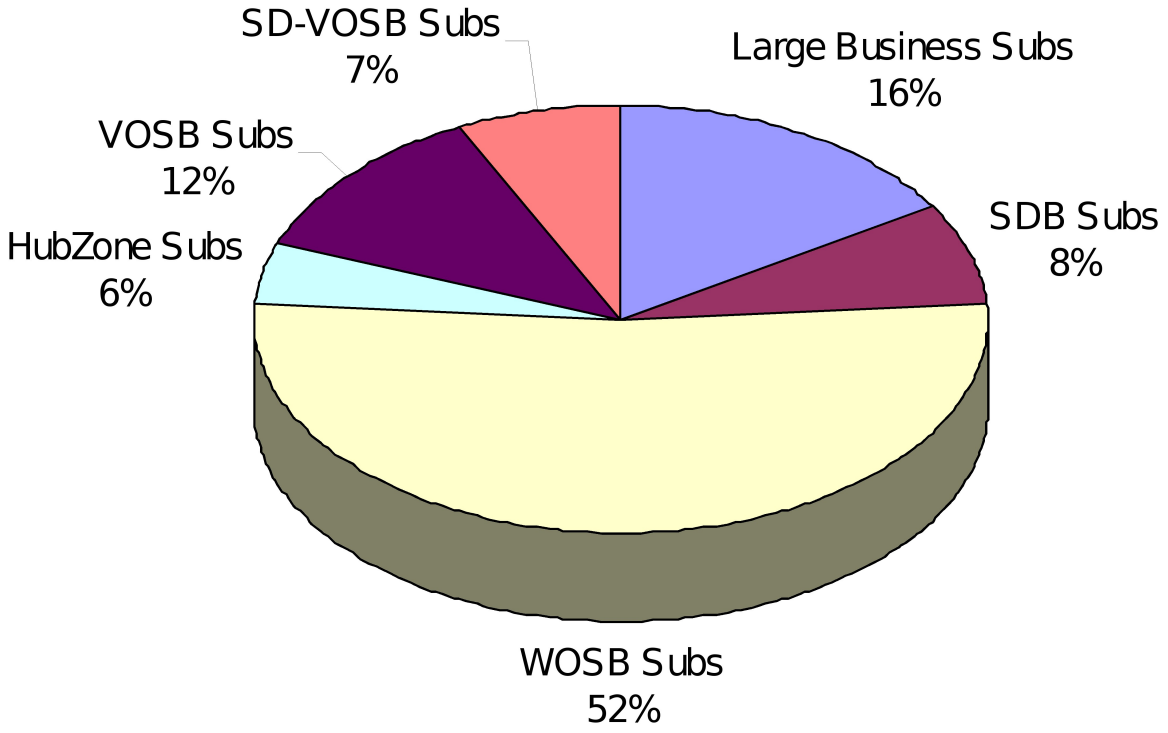
SeaPort Original Example

Initial Employment of Technique – DEC 2002
Promise vs. Result – PMS 377



SeaPort Original Example

Actual Small Business Subcontracting Performance by Component – PMS 377



SeaPort Governance Council

- The SeaPort-e Governance Council leverages the experience & resources of SeaPort-e users to continually improve the program
  - The Governance team includes representatives from:
    - NAVSEA HQ & Field Offices
    - NAVAIR
    - SPAWAR
    - NAVFAC
    - NAVSUP
    - USMC
  - Invitations have also recently been extended to MSC, & SSP
- The committee typically addresses topics related to:
  - Standardization of SeaPort acquisition processes / best practices
  - SeaPort portal enhancement opportunities
  - Current issues & trends in the service contracting arena

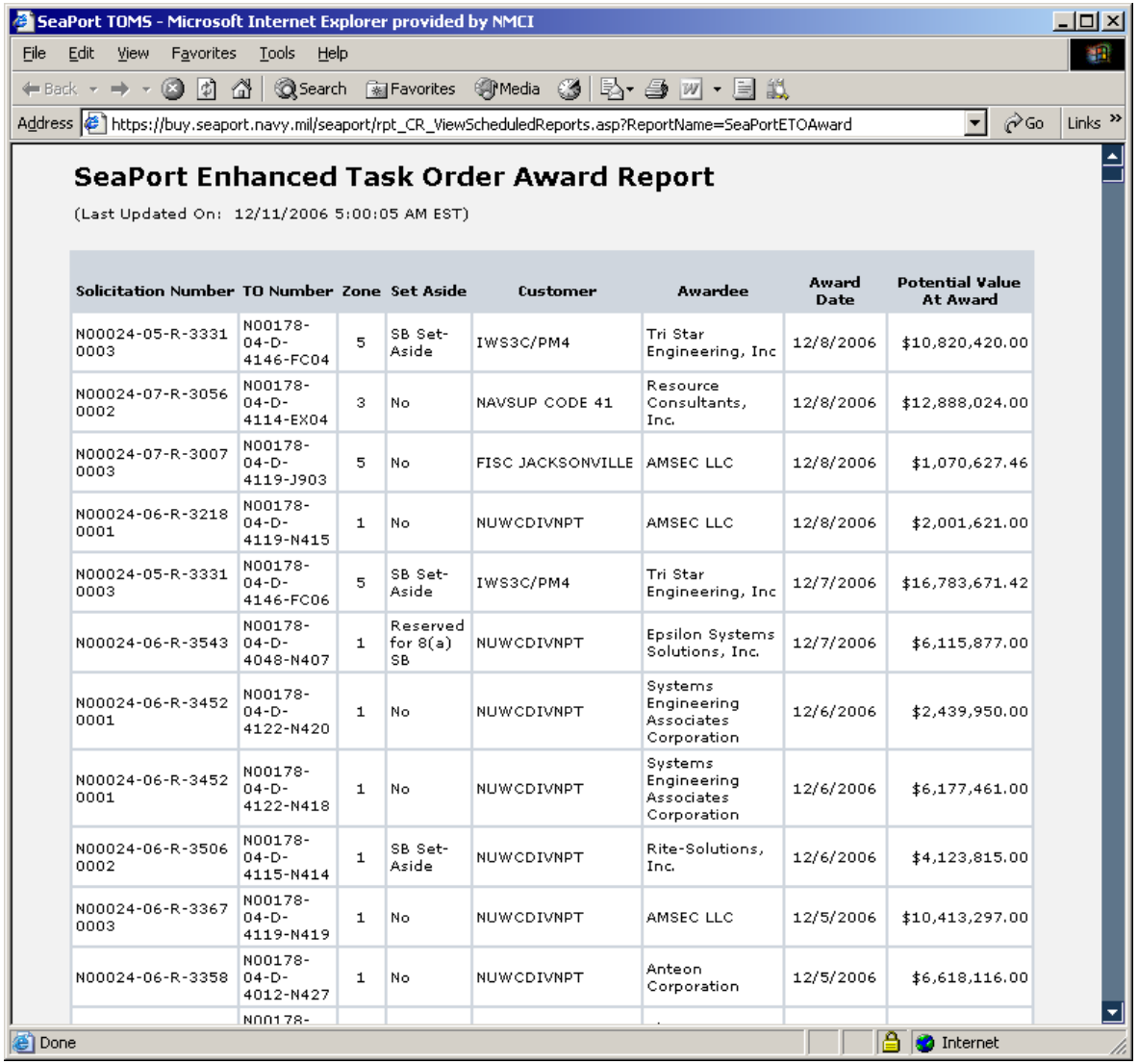
Command Coordinators

- Each SeaPort-e Command shall appoint an overarching Command Coordinator to monitor & oversee performance by the various ordering activities eligible within the contract
- Command Coordinators shall track & assist in addressing issues pertaining to:
  - PALT (Acquisition Cycle Time)
  - Average # of Offers Received
  - % of Solicitations Yielded Greater Than One Bid
  - Small Business Performance
  - Ombudsman Issues
- The Command Coordinator shall interface directly with the SeaPort-e Council on a periodic basis to assess program & command performance

Current Initiatives

- Interfaces:
  - SPS
    - SeaPort is finalizing its inbound & outbound interfaces with SPS
  - CPARS
    - SeaPort is investigating the feasibility of interfacing with CPARS for performance evaluation data
- Features / Tools:
  - DD254 Module
    - SeaPort is implementing a new capability for electronic management of DD254s
  - Performance-based Work Statement Templates
    - SeaPort is implementing a module aimed at crafting performance-based work statements using a template-driven methodology
  - Advanced Planning Module
    - SeaPort is developing additional tools to streamline the advance notice process
  - Enhanced Small Business Subcontracting Reporting
    - SeaPort is developing an enhanced report to generate small business subcontracting actuals on demand
  - Enhanced Vendor Award Report
    - SeaPort is enhancing the existing public award report to provide information relative to potential re-compete dates

Enhanced Vendor Award Report



SeaPort Enhanced Task Order Award Report

(Last Updated On: 12/11/2006 5:00:05 AM EST)

Solicitation Number	TO Number	Zone	Set Aside	Customer	Awardee	Award Date	Potential Value At Award
N00024-05-R-3331 0003	N00178-04-D-4146-FC04	5	SB Set-Aside	IWS3C/PM4	Tri Star Engineering, Inc	12/8/2006	$10,820,420.00
N00024-07-R-3056 0002	N00178-04-D-4114-EX04	3	No	NAVSUP CODE 41	Resource Consultants, Inc.	12/8/2006	$12,888,024.00
N00024-07-R-3007 0003	N00178-04-D-4119-J903	5	No	FISC JACKSONVILLE	AMSEC LLC	12/8/2006	$1,070,627.46
N00024-06-R-3218 0001	N00178-04-D-4119-N415	1	No	NUWCDIVNPT	AMSEC LLC	12/8/2006	$2,001,621.00
N00024-05-R-3331 0003	N00178-04-D-4146-FC06	5	SB Set-Aside	IWS3C/PM4	Tri Star Engineering, Inc	12/7/2006	$16,783,671.42
N00024-06-R-3543	N00178-04-D-4048-N407	1	Reserved for 8(a) SB	NUWCDIVNPT	Epsilon Systems Solutions, Inc.	12/7/2006	$6,115,877.00
N00024-06-R-3452 0001	N00178-04-D-4122-N420	1	No	NUWCDIVNPT	Systems Engineering Associates Corporation	12/6/2006	$2,439,950.00
N00024-06-R-3452 0001	N00178-04-D-4122-N418	1	No	NUWCDIVNPT	Systems Engineering Associates Corporation	12/6/2006	$6,177,461.00
N00024-06-R-3506 0002	N00178-04-D-4115-N414	1	SB Set-Aside	NUWCDIVNPT	Rite-Solutions, Inc.	12/6/2006	$4,123,815.00
N00024-06-R-3367 0003	N00178-04-D-4119-N419	1	No	NUWCDIVNPT	AMSEC LLC	12/5/2006	$10,413,297.00
N00024-06-R-3358	N00178-04-D-4012-N427	1	No	NUWCDIVNPT	Anteon Corporation	12/5/2006	$6,618,116.00

Rolling Admissions Status

- A clause in the SeaPort-e Multiple Award Contracts allows for the award of additional prime contracts
- SeaPort-e Rolling Admissions procurements are conducted by NSWC Dahlgren
- Contractors interested in becoming Prime MAC holders in SeaPort-e have the opportunity to submit proposals during periodic Rolling Admissions procurements
- The most recent Rolling Admissions procurement concluded in May, 2007:
  - RFP issuance date: 22 January 2007
  - Proposal submission deadline: 16 March 2007
  - 391 new contracts awarded on: 23 May 2007
- A precise schedule for the next Rolling Admissions opportunity has not yet been determined
  - Updates will be posted on the **www.seaport.navy.mil** website & announced on **www.fedbizopps.gov**

Lessons Learned

- Incorporation of Set-Aside opportunity has been critical to achieving Small Business goals
- Achievement of SeaPort-e subcontracting goal at program level is dependent upon U.S. Navy Ordering Offices incentivizing Large Business primes to subcontract to Small Businesses on solicitations issued on an unrestricted basis
- Non-recognition of FAR Part 16 exceptions to “Fair Opportunity to Compete” tenet has been instrumental in maintaining Program integrity
- Competitive aspects of procurements must be actively managed
- Transition towards a “Single Process” is being embraced by both Government and Industry stakeholders
- Improved use of business intelligence tools at the program’s disposal to manage toward program objectives

Current Challenges

- Improving extent & quality of competition
- Reducing cycle time
- Expanding & formalizing approach toward performance-based service contracting efforts
- Incentivizing large businesses to sub-contract with small businesses
- Identifying opportunities for leveraging LEAN / Six Sigma methodologies
- Leverage SeaPort-e program to transition toward cleaner end-state with respect to potential OCI issues

SeaPort Strategy

Striking a Balance

Questions

WWW.SEAPORT.NAVY.MIL

Backup Slides

SeaPort

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22 Functional SOW Areas

1. Research and Development Support
2. Engineering, System Engineering and Process Engineering support
3. Modeling, Simulation, Stimulation, and Analysis Support
4. Prototyping, Pre-Production, Model-Making, and Fabrication Support
5. System Design Documentation and Technical Data Support
6. Software Engineering, Development, Programming, and Network Support
7. Reliability, Maintainability, and Availability (RM&A) Support
8. Human Factors, Performance, and Usability Engineering Support
9. System Safety Engineering Support
10. Configuration Management (CM) Support
11. Quality Assurance (QA) Support
12. Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
13. Inactivation and Disposal Support
14. Interoperability, Test and Evaluation, Trials Support
15. Measurement Facilities, Range, and Instrumentation Support
16. Logistics Support
17. Supply and Provisioning Support
18. Training Support
19. In-Service Engineering, Fleet Introduction, Installation and Checkout Support
20. Program Support
21. Functional and Administrative Support
22. Public Affairs and Multimedia Support

http://www.seaport.navy.mil/main/home/seaport-e_scope.html

SeaPort-e Acquisition Lifecycle